第３講　難関国公立大英語長文③

次の英文を読んで，設問に答えなさい。

Accommodation theory states that when people talk to each other, they adjust their behaviour and manner of speech to take account of (to accommodate themselves to) the topic, the circumstances, and the other people engaged with them in the conversation. For two simple examples: people talk more slowly to foreigners, and use baby talk when interacting with infants. The way people communicate with each other is central to the kind of social interaction (ⓐ) issue. Thus, friends or lovers (and especially people in the process of becoming friends or lovers) make every effort to converge in manner, accent, tone and topic. ((i)), someone wishing to keep his distance or disagree will almost always adopt a manner of speaking expressly different from that of ①the other party.

These ideas matter because it is clear that the difficulties experienced by immigrants and foreigners everywhere arise in part from the difference of their speech mannerisms, and the limits to their ability to "converge" with native speakers when trying to communicate. ②As the world globalizes further at an increasingly rapid pace, and as major migrations of people, especially from the southern to the northern hemisphere, continue, so the problems and too often the frictions increase: accommodation theory, (ⓑ) all its surface simplicity, gives insights into how miscommunication and misinterpretation happen and how matters can be improved.

NOTE

Communication difficulties do not only affect immigrants and foreigners everywhere. They affect our own fellow-citizens. Social expectations and beliefs about class, intelligence and status are influenced by accent and other speech mannerisms, and therefore certain people from certain classes or regions can be disadvantaged when seeking jobs（especially away from their home localities）by the methods of communicating they learned when young.

Lack of accommodation is thus the source of problems for members of any group identified in given circumstances（　Ⓒ　）an out-group of some kind.

Accommodation theory was devised in the early 1970s by Howard Giles, whose first insights into communication came while working in a medical clinic in Wales, his native country. He wrote, “The patients I took to the physicians just had to open their mouths and speak and ③I could predict the manner in which the physicians were going to deal with them.” The ideas he developed have been applied by advertisers and party-political researchers in thinking about the most effective ways of getting messages across to target audiences, and by business management trainers advising clients on how to behave in foreign countries.

NOTE

The limits of accommodation are illustrated by ④the latter. Studies found that efforts made by Western businessmen who over-accommodated in order to please potential clients or partners among Japanese businessmen were in fact counterproductive. The（ (ii) ）is that behaviour which appears to involve mimicry of another can look like mockery, or at very least appear condescending; in the Japanese case, the businessmen from Japan preferred the foreigners to be foreigners — and thus, presumably, to meet their own expectations and to conform to their own planned mode of interaction.

Accommodation theory is（ ⓓ ）particular value for, among other things, thinking about ways of integrating immigrant communities into host communities, where "integration" is a term neutral between assimilation and multiculturalism, and just means providing a way for immigrants to get along with the host community while succeeding economically. With mass immigration has come the（ (iii) ）that it is ineffective to expect immigrants to do all the accommodating; and that has resulted in host community adjustments to take account of linguistic and cultural factors in front-line provision of health care, education, social work, policing and legal services.

[From '*Ideas That Matter* by A. C. Grayling c/o Felicity Bryan Associates Ltd; Copyright © 2010 by A. C. Grayling.]

NOTE

設問(1) 本文中の空所ⓐ～ⓓを埋めるのに最も適当な語を，(イ)～(ホ)から一つ選びなさい。同じ語を二度選んではいけません。

(イ) as　(ロ) at　(ハ) for　(ニ) of　(ホ) on

設問(2) 本文中の空所(ⅰ)～(ⅲ)を補うのに最も適当な一語を，(イ)～(ニ)から一つ選びなさい。

(ⅰ) (イ) Accordingly　(ロ) Conversely
(ハ) Eventually　(ニ) Occasionally

(ⅱ) (イ) advantage　(ロ) aim
(ハ) danger　(ニ) hope

(ⅲ) (イ) dream　(ロ) misunderstanding
(ハ) realization　(ニ) superstition

設問(3) 本文中の下線部① the other party の意味を日本語で表しなさい。

設問(4) 本文中の下線部②の意味を日本語で表しなさい。

設問(5) 本文中の下線部③の意味を日本語で表しなさい。

設問(6) 本文中の下線部④ the latter が指し示す内容を日本語で説明しなさい。

設問(7) 本文の内容に合っているものを(イ)～(ホ)から一つ選びなさい。

(イ) 移民の経済的成功には家庭内でのコミュニケーションが重要である。

(ロ) 日本人のビジネスマンは外国人にも日本式の振る舞いを期待する。

(ハ) Howard Giles は理論の着想を広告や政党の研究から得た。

(ニ) 調査の結果，相手に合わせすぎるのは逆効果の場合もあることがわかった。

(ホ) accommodation theory は移民や外国人の居住問題に焦点をあてる。

第３講　解答

＜解答＞

設問(1)　ⓐ ロ　ⓑ ハ　Ⓒ イ　ⓓ 二

設問(2)　(ⅰ) ロ　(ⅱ) ハ　(ⅲ) ハ

設問(3)　会話の相手

設問(4)・(5)　全訳の下線部②・③を参照。

設問(6)　外国での振る舞い方に関して顧客にアドバイスをする企業経営のトレーナー

設問(7)　二

＜全訳＞

適応理論では，人が互いに話をする際に，その話題，状況，会話に参加している他の人たちを考慮する（自分を適応させる）ために，振る舞いや話し方を調節すると言われている。簡単な例を 2 つ取り上げよう。人は外国人にはよりゆっくり話して，幼児とふれ合っているときは，赤ちゃん言葉を使う。人とコミュニケーションをとる方法は，問題となっている社会的相互作用の中核をなす。それゆえ，友人同士や恋人同士（特に友人や恋人になる過程の人々）は，話し方，なまり，口調，話題において，合わせようとあらゆる努力をする。逆に，距離を取りたい，あるいは異議を唱えたいと思っている人は，相手側の話し方とはあえて異なる話し方を，ほぼいつも選ぶだろう。

こういった考えが重要なのは，いたるところで移民や外国人が経験している困難は，ある部分，彼らの話し方の相違や，コミュニケーションを取ろうとするときに，母語の話者に「合わせる」という能力の限界から生じているのが明らかだからだ。②世界のグローバル化が加速度的に進み，特に南半球から北半球への人々の大規模な移住が続くにつれて，諸問題，そしてたいていの場合摩擦が増えていく。適応理論は，その表面上の単純さにもかかわらず，どのようにミスコミュニケーションや誤解が生じるのか，そしてどうやって問題を改善できるかということに対する洞察を与えてくれる。

コミュニケーションの難しさは，いたるところにいる移民や外国人に影響を与えるだけではない。それらは私たち自身の同胞にも影響する。階級，知性，地位に関する社会的な期待や信頼は，なまりや他の話し方の特徴に影響されるので，ある階級や地域出身の人は，若いころに身につけたコミュニケーションの方法によって求職の際に，

（特に故郷から離れていると）不利になる可能性がある。

このように，適応能力の欠如は，特定の状況で，何らかの外集団とみなされたどんな集団に属する人にとっても問題のもととなるのだ。

適応理論は，1970 年代初頭に，ハワード・ジャイルズによって考案されたもので，彼のコミュニケーションに対する最初の洞察は，母国のウェールズの診療所で働いているときに生まれた。彼は，「私が医師のところまで連れて行った患者は，口を開けて話をせざるをえなかったので，③その後医師が彼らにどう対応するかを予測することができた。」と書いている。彼が開発した考えは，広告主や政党政治の研究者が，ターゲットとする層にメッセージを届ける最も効果的な方法を考える際に，そして企業経営のトレーナーが，依頼人に外国での振る舞い方を助言する際に応用されてきた。

適応能力の限界は，後者によって示されている。研究によると，日本人実業家の見込み客またはパートナー候補を喜ばせるために，過度に適応した西洋人実業家によってなされた努力は，実は逆効果になることが判明した。危険なのは，相手の真似をともなうように思える振る舞いは，ばかにしているように映る可能性があり，少なくとも，見下しているように見えてしまうことだ。日本人の場合，日本の実業家は，外国人が外国人らしくあることを好み，それゆえに，おそらく彼らには自分たちの期待に応えて，自分たちが意図していたやり取りの仕方に従ってもらう方がよいと思った。

適応理論が特に価値を発揮するのは，とりわけ移民社会を受け入れ国の社会に統合する方法を考える際で，そこでは，「統合」とは同化と多文化主義との中間にある言葉で，経済的に成功しようとする間，移民が受け入れ国の社会とうまくやっていく方法を提供することを意味する。大規模な移住によって，移民にあらゆる適応を期待するのは無駄だと認識されるようになった。そしてそれが，医療，教育，社会福祉事業，治安維持，司法サービスを提供する現場で，言語的，文化的要素を考慮するという受け入れ側の社会の調整につながっている。

第３講　重要語彙リスト　　＊一つ一つ何度も繰り返して，覚えてください

1	accommodation	適応
2	take account of	～を考慮する
3	be engaged with	～に関わる
4	interact with	～とやり取りをする
5	at issue	問題になっている
6	make efforts	努力する
7	converge in	～（同じ方向に）にまとまる
8	immigrant	移民
9	migration	移住
10	hemisphere	半球
11	for all	～にもかかわらず
12	insight	洞察力
13	identify A as B	A を B とみなす
14	given	特定の
15	devise	考案する
16	patient	患者
17	predict	予測する
18	apply	応用する
19	party politics	政党政治
20	get O across to ～	O を～に伝える
21	illustrate	説明する
22	the latter	後者
23	counterproductive	逆効果の
24	mimicry	真似
25	mockery	嘲笑
26	condescending	見下す
27	presumably	おそらく
28	conform to	～に一致する
29	assimilation	同化
30	neutral	中立の
31	get along with	～と仲良くやる
32	mass	大量の

第３講　音読用白文　① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩

Accommodation theory states that when people talk to each other, they adjust their behaviour and manner of speech to take account of (to accommodate themselves to) the topic, the circumstances, and the other people engaged with them in the conversation. For two simple examples: people talk more slowly to foreigners, and use baby talk when interacting with infants. The way people communicate with each other is central to the kind of social interaction at issue. Thus, friends or lovers (and especially people in the process of becoming friends or lovers) make every effort to converge in manner, accent, tone and topic. Conversely, someone wishing to keep his distance or disagree will almost always adopt a manner of speaking expressly different from that of the other party.

These ideas matter because it is clear that the difficulties experienced by immigrants and foreigners everywhere arise in part from the difference of their speech mannerisms, and the limits to their ability to "converge" with native speakers when trying to communicate. As the world globalizes further at an increasingly rapid pace, and as major migrations of people, especially from the southern to the northern hemisphere, continue, so the problems and too often the frictions increase: accommodation theory, for all its surface simplicity, gives insights into how miscommunication and misinterpretation happen and how matters can be improved.

Communication difficulties do not only affect immigrants and foreigners everywhere. They affect our own fellow-citizens. Social expectations and beliefs about class, intelligence and status are influenced by accent and other speech mannerisms, and therefore certain people from certain classes or regions can be disadvantaged when seeking jobs (especially away from their home localities) by the methods of communicating they learned when young.

Lack of accommodation is thus the source of problems for members of any group identified in given circumstances as an out-group of some kind.

Accommodation theory was devised in the early 1970s by Howard Giles,

whose first insights into communication came while working in a medical clinic in Wales, his native country. He wrote, “The patients I took to the physicians just had to open their mouths and speak and I could predict the manner in which the physicians were going to deal with them.” The ideas he developed have been applied by advertisers and party-political researchers in thinking about the most effective ways of getting messages across to target audiences, and by business management trainers advising clients on how to behave in foreign countries.

The limits of accommodation are illustrated by the latter. Studies found that efforts made by Western businessmen who over-accommodated in order to please potential clients or partners among Japanese businessmen were in fact counterproductive. The danger is that behaviour which appears to involve mimicry of another can look like mockery, or at very least appear condescending; in the Japanese case, the businessmen from Japan preferred the foreigners to be foreigners — and thus, presumably, to meet their own expectations and to conform to their own planned mode of interaction.

Accommodation theory is of particular value for, among other things, thinking about ways of integrating immigrant communities into host communities, where “integration” is a term neutral between assimilation and multiculturalism, and just means providing a way for immigrants to get along with the host community while succeeding economically. With mass immigration has come the realization that it is ineffective to expect immigrants to do all the accommodating; and that has resulted in host community adjustments to take account of linguistic and cultural factors in front-line provision of health care, education, social work, policing and legal services.